

## Message Text

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14

ORIGIN ARA-10

INFO OCT-01 ISO-00 COME-00 EB-07 /018 R

DRAFTED BY ARA/ECA:JMSMITH,JR:SO

APPROVED BY ARA/ECA:RWZIMMERMANN

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R 081758Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

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E.O. 11652: N/A

TAGS: BEXP, AR

SUBJECT: ENTEL CONTRACT FOR TELEX EXCHANGES

1. FREDERICK ELECTRONICS, OF FREDERICK MARYLAND, A WHOLLY-OWNED SUBSIDIARY OF THE PLANTRONICS CORPORATION, REQUESTS EMBASSY SUPPORT FOR ITS EFFORTS TO SECURE A CONTRACT TO SUPPLY 6400 TELEX LINE EXCHANGES TO ENTEL. FREDERICK SAYS ITS \$16 MILLION BID, WHICH WAS SUBMITTED THROUGH ITS ARGENTINE REPRESENTATIVE WESTEC, WAS THE ONLY ONE FULLY COMPLIANT WITH THE SPECIFICATIONS IN THE TENDER. THE THREE OTHER BIDDERS, NIPPON ELECTRIC, SIEMENS, AND OLIVETTI, SUBMITTED BIDS FOR ABOUT HALF THIS AMOUNT, BUT COVERING LESS ADVANCED EQUIPMENT. FREDERICK PUT IN AN ALTERNATE BID OF \$8 MILLION, WHICH IT CONSIDERS COMPETITIVE WITH THOSE OF THE NON-US BIDDERS. FREDERICK ALSO FEELS THAT FOR CERTAIN FEATURES REQUESTED BY ENTEL, E.G. ELECTRONIC SWITCHES, IT IS THE ONLY BIDDER WITH A DEMONSTRATED CAPABILITY. FREDERICK BELIEVES IT IS AT A DISADVANTAGE BECAUSE OF ITS INABILITY TO OBTAIN EXIMBANK FINANCING. IT HAS THE IMPRESSION THAT OLIVETTI IS THE FAVORED BIDDER AND HAS OBTAINED ITALIAN GOVERNMENT FINANCIAL SUPPORT.

2. THE EMBASSY IS REQUESTED TO CONSULT WITH WESTEC AND TO  
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RENDER WHATEVER SUPPORT SEEMS APPROPRIATE TO THE FREDERICK

ELECTRONICS BID. KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ShawDG  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE168971  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** JMSMITH,JR:SO  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760264-0751  
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**Image Path:**  
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**Line Count:** 62  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN ARA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 JUL 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 JUL 2004 by ElyME>; APPROVED <22 OCT 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ENTEL CONTRACT FOR TELEX EXCHANGES  
**TAGS:** BEXP, AR  
**To:** BUENOS AIRES  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006